

## Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 AEC-11 AID-20 CEA-02 CIAE-00 CIEP-02

DODE-00 EB-11 FEA-02 FPC-01 H-03 INR-10 INT-08 L-03

NSAE-00 NSC-07 OMB-01 PM-07 RSC-01 SAM-01 SCI-06

SP-03 SS-20 STR-08 TRSE-00 MC-02 ACDA-19 PRS-01 PA-04

USIA-15 SAJ-01 DRC-01 /196 W  
----- 129200

R 130828Z MAY 74

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 8708

INFO USDOC WASHDC

LIMITED OFFICIAL USE BUCHAREST 2034

E.O. 11652: N/A

TAGS: BGEN, BFOL, ETRN, ETRD, RO

SUBJECT: AMBASSADOR'S CALL ON PRIME MINISTER MANEA MANESCU:  
CURRENT COMMERCIAL NEGOTIATIONS

1. AMBASSADOR TOOK THE OCCASION OF HIS CALL ON PRIME MINISTER MANESCU TO DISCUSS THE FOLLOWING CURRENT COMMERCIAL PROJECTS:
2. OFFSHORE OIL EXPLORATION AND PRODUCTION - MANESCU CONFIRMED WHAT WE HAD HEARD EARLIER THAT CONTRACT WOULD GO TO AN AMERICAN FIRM. HE SAID THE FIELD HAD BEEN NARROWED DOWN CONSIDERABLY, WITHOUT GIVING A SPECIFIC NUMBER OF FIRMS, AND SINGLED OUT GULF AS COMPANY WHICH APPEARED TO BE IN A QTE GOOD POSITION UNQTE. (WE UNDERSTAND FROM MINISTRY OF PETROLEUM AND FROM US FIRMS HERE THAT SELECTION OF US FIRM WOULD NOT BE MADE UNTIL LATER THIS SUMMER.)
3. DIESEL ENGINE PRODUCTION - MANESCU RESPONDED QUICKLY TO AMBASSADOR'S EXPRESSION OF INTEREST AND STATEMENT OF IMPORTANCE OF THIS MAJOR PROJECT BY IMMEDIATELY ASKING HIS STAFF ASSISTANT TO

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GET HIM IN TOUCH WITH MINISTER OF HEAVY MACHINERY AVRAM, AS SOON

AS AVRAM RETURNS TO TOWN, FOR DISCUSSION OF THE SUBJECT. HOPE-  
FULLY SIGNALLING AN EVENTUAL DECISION IN FAVOR OF CUMMINS,  
MANESCU SAID THAT IT HAS BEEN ALREADY QTE FORESEEN UNQTE TO MOVE  
AHEAD WITH CUMMINS COMPANY. HE ADDED, QTE THE ROAD LEADS TO  
CUMMINS UNQTE.

4. MEDIUM-RANGE JETS - APPARENTLY THIS PROJECT IS STILL QTE UNDER  
STUDY UNQTE; MANESCU GAVE NO IDEA OF TIMING FOR DECISION, HOWEVER,  
IMPLYING AN INDEFINITE POSTPONEMENT OF PROJECT. SPEAKING  
IN GENERAL TERMS, HE SINGLED OUT IDENTIFICATION OF WORLD MARKET  
OUTLETS AND WORKING OUT OF MARKETING AGREEMENTS AS MAIN FACTORS  
CAUSING PROLONGED DISCUSSIONS AND NEGOTIATIONS OF LARGE COMMERCIAL  
CONTRACTS BETWEEN US AND ROMANIAN FIRMS. HE EMPHASIZED IMPORTANCE  
OF CONSIDERING NEARBY COUNTRIES AND NOT JUST SOCIALIST ONES AS  
ADDITIONAL IMPORTANT MARKET AREA WHICH COULD BE AN ADVANTAGE TO  
US FIRMS COOPERATING IN MANUFACTURING JOINT VENTURES IN ROMANIA  
BY CUTTING TRANSPORTATION COSTS.  
BARNES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** OFFSHORE DRILLING, EXPLORATION, INDUSTRIAL PRODUCTION, DIPLOMATIC DISCUSSIONS, JOINT VENTURES, CONTRACTS, JET AIRCRAFT, DIESEL ENGINES  
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**Draft Date:** 13 MAY 1974  
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**Disposition Approved on Date:**  
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**TAGS:** BGEN, BFOL, ETRN, ETRD, RO, (MANESCU, MANEA)  
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